

Washington Beer and Wine Wholesalers Association

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FAX TRANSMISSION COVER SHEET

Date: December 29, 1997

To: Bill Roden

Fax: 1-208-336-9154

Re: Wine sales by state

Sender: Phillip H. Wayt

YOU SHOULD RECEIVE ONE PAGE(S), INCLUDING THIS COVER SHEET. IF YOU DO NOT RECEIVE ALL THE PAGES, PLEASE CALL (360) 352-5252.

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Howdy Bill:

Happy Holidays to you and Betty!

We are beginning to get into the issue of wine sales by state liquor stores. For some time we have been trying to get the grocery stores to realize that they are losing sales to the state stores, who do not have to play by the same set of rules as do retailers. The retailers are finally starting to pay attention and may want to try to either get our Liquor Board on a level playing field with retailers by policy, or, as a last resort, have the legislature force them out of the wine business.

Several of our large retail chains have referenced a similar situation in Idaho. Through our Food Industry Association, an official with Associated Grocers spoke to someone in Boise with Albertson's. Apparently, he said Idaho just went through the same thing and now the state is out of the wine business.

Obviously I'm interested in what really happened and what, if any, role the distributors played. Please give me a call on this. Thanks!

EXHIBIT NO. 245 Date: 8/1/05
Deposition Of Phillip Wayt
CONNIE CHURCH, Court Reporter

PLAINTIFF'S EXHIBIT	
CASE NO.	CV04-0360P
EXHIBIT NO.	154

WBW-007583
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